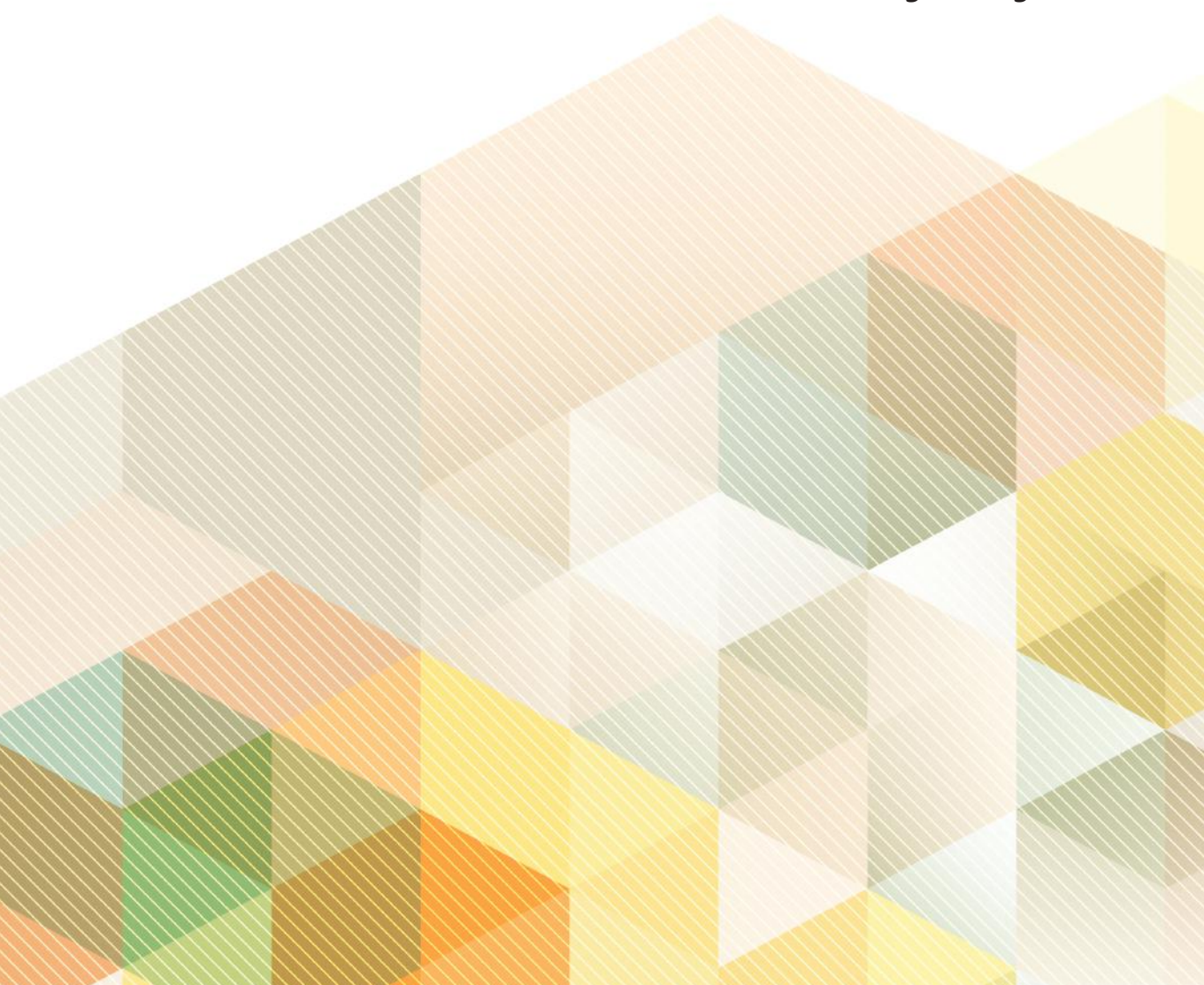


KAKATIYA SANDBOX


Development
Dialogue
Collaborating for Big Bets



January 27, 2018
Brundavanam Palace,
Nizamabad, Telangana

**AN ECOSYSTEM NURTURING
INNOVATION AND
ENTREPRENEURSHIP**



Dear Delegate

A warm welcome to Nizamabad and our 3rd annual Development Dialogue. We are now in the fifth year of Kakatiya Sandbox, an ecosystem for long term social impact in rural Telangana through innovation and entrepreneurship. We strive to attract the best for-profit and not-for-profit entrepreneurs from around the world with a keen interest in rural India. Headquartered in Nizamabad, Kakatiya Sandbox operates in nine districts of North Telangana and over the last couple years, our programs expanded to cover the erstwhile Nalgonda district in eastern Telangana.

As with most initiatives which aim to create lasting impact at scale, Kakatiya Sandbox also collaborated with various organizations and leaders spanning non-profits, government, corporations and local bodies since inception. As a result, many of our programs such as Agastya, Nirmaan, Better Cotton Initiative, and Save a Mother have already touched over ten thousand households each in remote villages which is necessary to make meaningful difference. Some of our new programs such as Skill Development under the Deshpande Educational Trust have shown exceptional results with near full job placements for previously unemployed rural youth.

As we look to the future, we will continue to focus on programs which improve the income levels of people in the Sandbox region representing a population of about one crore; and hopefully serve as a model for others across rural India to emulate. To achieve this, we need to collaborate with like-minded leaders across the globe and pursue big ideas with relevance to rural India. We are thrilled to see the participation of several such leaders at our conference who share our vision for a better India with private citizens taking more responsibility in addressing the challenges. We are thankful for their support and excited about the new programs we will be launching together today.

We are deeply appreciative for the active ownership by Deshpande Foundation and truly excited about the possibilities for Kakatiya Sandbox under their leadership. As entrepreneurs, we realize it is not always the best ideas that succeed, but good leaders do. Each of you attending the conference today from places across the world represent the best among the leaders in our community who care about rural India. We welcome your ideas, time and any other way you like to partner with us and thank you for joining us.

Warmly,
Raju Reddy and Phanindra Sama,
Founding Patrons, Kakatiya Sandbox

Dear Delegate

I am delighted to welcome you to the 3rd Development Dialogue of the Kakatiya Sandbox. This year's eminent speaker line-up promises to be a treat to your mind, heart and intellect, inspiring and engaging in equal measure.

The Kakatiya Sandbox has exponentially grown in the last 3 years, leapfrogging into a mature innovation and entrepreneurship ecosystem. TiE Nizamabad was established with 50 entrepreneurs in a short span of 6 months, indicating the region is already well on its way to becoming a hub for startups. The Sandbox facilitated the incubation of the first rural 3D printing startup in Telangana, and Vaish Centre for Additive Manufacturing (VCAM), a high end design and printing service and training enterprise.

Deshpande Educational Trust's skill development programs celebrated the graduation of 500 youth with jobs. While we opened India's largest residential skill development center in Hubballi in June 2017, we are sure the Kakatiya Sandbox will soon cater to very large numbers of youth, looking to gain skills for secure employment.

The year also saw several recognitions, the most notable one being the Telangana State Formation Award, presented to the Kakatiya Hub of Rural Innovation. Phanindra Sama's appointment as the Chief Innovation Officer of Telangana is a feather in our cap and a testimony to the Government's commitment to partner with us to infuse innovation and entrepreneurship in the state.

I am also excited about our partnership with RuralShores, one of India's leading rural business process outsourcing companies which provides employment to 300 youth. The Kanuri Center for Leadership is set to provide a creative high-energy environment for youth to become problem-solving leaders.

I thank all our partners, the state Government of Telangana, BCI, Tata Trusts, Hitachi Payments, Hitachi Consulting Services, IDH and UpCara Foundation for supporting us to create greater impact.

Finally, I express my sincere and heartfelt gratitude to the patrons of the Kakatiya Sandbox, Raju Reddy and Phanindra Sama for their exemplary commitment to bring about sustainable rural transformation in their home state. As a team, we have only grown stronger in our desire and ability to scale our efforts.

Thank you for being a part of our journey and welcome again, to Development Dialogue!

Warmly,
Naveen Jha
CEO, Deshpande Foundation India



Kakatiya Sandbox 2018

Kakatiya Sandbox is an ecosystem for long term social impact through innovation and entrepreneurship in rural Telangana. It provides a place for individuals and organizations (non-profits and for-profits) to test ideas, make changes and eventually develop truly scalable solutions for societal transformation. The ecosystem allows for sharing, networking, collaborating and deliberating ideas with other catalysts. The value of the Sandbox lies in its ability to identify community changemakers and transform into dynamic leaders driving projects, creating huge social impact.

India is made of hundreds of towns and thousands of villages. Development so far has been lopsided depriving the rural population of basic facilities if not decent growth opportunities. The Sandbox model is to empower the population of these towns and villages – socially, economically and culturally. The Kakatiya Sandbox is presently catering to the nine districts of Northern Telangana – Nizamabad, Kamareddy, Karimnagar, Siricilla, Jagtial, Peddapalle, Medak, Siddipet and Sangareddy.

In the last five years, partnering with various non-profits, local community leaders, college youth, and entrepreneurs, we have been able to create significant social impact at various levels in a sustainable way.



- Education
- Youth Leadership
- Skill Development



- Agriculture
- Livelihood
- Entrepreneurship



- Maternal Health

Multi Sector partner organizations and initiatives

2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
<ul style="list-style-type: none"> • Kakaitya Sandbox inception • LEAD • Agastya • Bollant Industries Pvt Ltd. 	<ul style="list-style-type: none"> • Nirmaan • SRDS 	<ul style="list-style-type: none"> • Save a Mother • DET • Navodyami • Better Cotton 	<ul style="list-style-type: none"> • VCAM • Kakatiya hub for social innovation 	<ul style="list-style-type: none"> • Ekal (Digital Literacy) • Rural Shores • Upcara • TiE Nizamabad

Deshpande *Educational Trust*

Deshpande Educational Trust offers skill development programs aimed at providing students with the knowledge required to successfully enter the workforce in India. The program covers fields like accounting, HR, communication, office management and others through five different courses that are four months long. It allows students from rural backgrounds to advance their education while increasing their employment probability and their salary.



The skill development programs were started in 2010 and since then have been able to place 90% of DET's graduates. The fellowship programs allow ample opportunities for social development for those coming from rural backgrounds, and tier 2 and tier 3 cities who may not have the resources needed when entering the workforce. It allows students to have exposure to their future career path in a supportive environment.

The five programs are:

- 1 Deshpande Koutilya Fellowship
- 2 Deshpande Fellowship Program
- 3 Akanksha Program
- 4 Deshpande Susandhi Electrical Program
- 5 Utthaan Program

In 2017

200

admissions

96

graduates

100+

current fellows

Koutilya Vitta Samara

Koutilya Vitta Samara 2017 emphasized the competitiveness and talent manifestation to boost final year commerce students (B.Com, BBA, BBM) of Telengana. It offered Rs 20,000 as cash prize and digital certificates.

56

colleges covered

430

students impacted

6

**districts of Telengana
involved**

Rally for Rivers

Rally for Rivers is a project that aims at reviving the rivers of India and would be executed in 3 phases. Students supported this national cause with enthusiastic participation.

World Youth Skill Development

The World Youth Skill Development program covered more than 80 colleges in 6 districts in Andhra Pradesh. The various programs Fellows of Deshpande Educational Trust-Kakatiya Sandbox gave presentations to empower students and to educate them on the requirement of skill in today's competitive environment, thus contributing to our Prime Minister's Mission Skill India.

150

Fellows

80+

colleges reached

6

districts covered

Empowered and impacted on

5000+

Youths on Skill Development across Telangana state.

Impact *Stories*

Prasanth M, Susandhi Fellowship Program

Prasanth is a happy employee at Google, a proud and fascinating achievement for the son of a day laborer, who used to earn Rs 250 per day. Having completed his education in a Telugu medium school, Prasanth's English skills were not impressive. So he joined DET's Sushandhi Fellowship Program with a view to improving his communication skills in English. But he learned a lot more there – presentation skills, ICT tools, and values on leadership, goal-setting and attitude. The first interview Prasanth attended was for Google and he got the job.

M. Naresh, Koutilya Fellowship Program

Naresh hails from a very poor family to whom tragedy was not a stranger. He lost his father when he was 10, and his mother struggled day and night to make ends meet. Naresh used to work part time in book shops to support himself and his family. When DET staff visited his campus in college, Naresh decided to join the Koutilya Fellowship Program after graduation. At DET, he learned Tally, improved his accounting skills, and polished his computer knowledge. The environment in DET campus was also conducive to improving his communication skills and overcoming his fear of speaking in public. Now, Naresh is working with Genpact, an MNC in Hyderabad.

Navodyami *Summit*

Navodyami is an ecosystem platform to accelerate micro-enterprises. Through a combination of mentorship, business workshops, credit and market linkages, the program provides handholding support, transaction-based services and strategic guidance to help scale with efficiency.



In 2017

150

applications
received

90+

entrepreneurs
trained

Rs 8,30,000

credit linkage

Rs 2,00,000

credit linkage

Navodyami Sammelana

Micro Entrepreneurs Summit is a confluence of budding and blooming micro-entrepreneurs in the fields of food, textile and handicraft, joined by industry experts, bankers, and government officers. Vital information like current trends, technology, beneficial banking and government schemes and legal formalities is provided via lectures and panel discussions.

146

entrepreneurs

10+

mentors

Navodyami is invested in small entrepreneurs who start their business with a small capital and employ around 2 to 4 people, and has been working to solve many of their issues by demystifying business concepts into relatable experiential learning, handholding, industry exposure, training, and support. Navodyami strives to build a positive ecosystem for small entrepreneurs. Since 2011, Navodyami has reached out to over 7,000 small entrepreneurs across three states. Over 1,000 businesses have been supported with deeper intervention by offering targeted mentorship that encourages efficient processes, innovations in products, credit linkages, and business strategy.

Impact *Stories*

Shanker, Businessman

Shanker owns a paper plate business and had been running it for two-and-half years. But his skills and competence in accounting proved inadequate. Since he was unable to maintain monthly accounts, his business suffered.

The training he received at Navodyami educated him on the importance of regular accounting. Now Shanker is well aware of how much money is spent and earned, and is even able to have enough savings.

Radhakishan, Food Entrepreneur

Radhakishan is a government employee who started his food business a year ago. At Navodyami, he interacted with experts who shared management ideas and he learned a lot on food quality and the formula of mixing. He also benefited immensely from his visit to CFTRI, Hyderabad. "I have never received such support in my business," says Radhakishan. He started with a small investment. But now his monthly turnover is Rs. 5,00,000. Radhakishan achieved this feat in the short time span of one year. He has plans to expand his business and increase his turnover by at least four times.



LEADers *Accelerating Development* (LEAD)

The LEADers Accelerating Development (LEAD) Program of Deshpande Foundation fosters innovative and entrepreneurial thinking within college students by exposing them to social issues and by encouraging them to volunteer their time and effort into the community.

In the Kakatiya Sandbox, LEAD is active in the districts of Nizamabad, Kamareddy, Karimnagar, Peddapalle, working in 25 colleges supporting more than 700 LEADers.



Enrolled LEADers

2527

LEADership Training
Workshops

40

Projects

2206

LEADers are encouraged to organize on their own, build teams, identify problems, and design solutions either as an isolated project or as a part of an event or a campaign. In addition, there are specific catalyst programs such as Leadership Challenge and LEAD Prayana, which give an opportunity to college youth to build on their ideas and work towards transforming them into action.

The college youth enrolled into the LEAD program are implementing solutions to problems in their communities while simultaneously building their self-confidence and developing important leadership skills. They identify themselves as LEADers, and the work they do results in improved leadership abilities, technical prototypes, and community service.

Nithya Shudh Abhiyan

Nithya Shudh Abhiyan is a volunteer-driven campaign to achieve Shudh (clean) Nizamabad. The objective of the campaign is to create awareness among citizens of Nizamabad to adopt dry and wet waste segregation at source, thereby ensuring that dry waste can be recycled, and wet waste can be converted to manure, to be used for gardening and agricultural purposes. The campaign plans to reach out to 15,000 households in the first phase, through sensitization workshops in schools, colleges and residential colonies. So far, 300 kgs of plastic were diverted from going to the landfills and instead being sold to recycling units.

LEAD Abhyasa

The idea of LEAD Abhyasa is to create a win-win for industry requirements as well as aspirations of the youth of Nizamabad. The college goers are eagerly looking for opportunities where they can get connected to professional work spaces, successful leaders and future opportunities. The industry, on the other hand, is looking for committed manpower, willing to learn and hard working. LEAD works for youth empowerment, and that cause gave rise to this idea.

100 students applied from which 25 were awarded internships based on their interest, commitment and skillset.

LEAD Prayana

Thirty-five inspired rural youth embarked on a 14-day journey to meet role models and successful organizations in different fields. The journey of LEAD Prayana gives an opportunity to motivated youth to interact with successful entrepreneurs, social workers, educationists and corporate leaders who are making or have made a great impact.

Impact *Stories*

Pravalika

I was very nervous initially and had a lot of questions, but soon, I was confident enough to share my thoughts and views with others. Being part of the program made me aware of my own strengths and weaknesses. Learning new things everyday was a new experience. We organized a campaign on recycling, in which we learnt how to make compost bins. I think LEAD is a great platform to build a career.

Bhavani

We started Nithya Shudh Abhiyan campaign with the motto, 'Clean and Green Nizamabad.'

We conducted the 'plastic bottle challenge' in the schools we visited. We were able to collect 265 kg of plastic bottles from 9 schools. We are planning to collect more plastic from other schools in our district and make a plan on converting wet waste from apartments to manure.

Through LEAD, I learned how to face a situation head-on. I think it is a good platform for today's youth to make a lasting change in our country.



Agastya International *Foundation*

Agastya International Foundation is an education trust and non-profit organization whose mission is to spark curiosity, nurture creativity, and build confidence among economically disadvantaged children and teachers in India. Agastya runs hands-on science and art education programs in rural and semi-urban regions across 18 Indian states. It is one of the largest science education programs that cater to economically disadvantaged children and teachers in the world.



1,95,235

children trained

7,856

teachers trained

Vasantha

Vasantha is a community outreach operation run by Agastya International Foundation. It is a transformative volunteer night school program conducted in villages to create agents of change by increasing hands-on learning, building rapport with community leaders, and encouraging parents to enrol their children in schools.

Teacher Training Workshops

Agastya Foundation's workshops train teachers to impact teaching-learning methods in the existing government education system. They are aimed at the rapid dissemination of hands-on science into the system. These workshops improve the classroom learning environment for better and more productive student-teacher interaction, more hands-on learning opportunities, and improved overall learning and understanding of concepts.

4-day

workshop

30

teachers trained

Rs 1500

cost estimate
per teacher

Young Instructor Leader

The Young Instructor Leader program gives students special training on science models, and builds presentation and communication skills, empowering them to become agents of change.

Better Cotton *Initiative*

BCI is a not-for-profit organization working for the betterment of cotton farmers in six core areas – crop protection, water management, soil management, conserving natural habitats, fiber quality and decent work. BCI mainly focuses on sustainability, traceability of cotton along the value chain and reduction in cost of cultivation to make cotton farming more remunerative.



In 2017

16,000

new farmers added

180

villages involved

75

full-time staff

6126

trainings conducted

Deshpande Foundation, as an implementing partner of BCI, started working with farmers from 2015. The project initially started with 10,000 farmers from Siddipet, Rajanna Sircilla, Warangal and Karimnagar districts.

Key Highlights of 2017-18

- 16,000 new farmers were added from 180 villages.
- Need-based activity plans were designed and implemented with standardized protocols and procedures.
- A total of 75 full-time staff dedicated to this project.
- Successfully completed 2nd Party Credibility Check by BCI and got license for 4 PUs.
- Increased farmer outreach above 90% by adopting village level institutional linking and other rural development programs like Farm Ponds, SKC, FPO and DET.
- A total of 500 demo plots are cultivated in all villages to demonstrate various IPM practices in cotton.
- Successfully created awareness on pheromone traps as physical measures of pest management.
- A total of 6126 trainings were conducted and 1,41,574 farmers were attended in the current project year.

Impact *Stories*

Marati Srinivas, Cotton Farmer

"I have been associated with DF BCI project since 2015. I regularly attend weekly trainings conducted by Srikanth (field facilitator) in our village. Earlier, we used to spray chemical pesticides for 30 days after sowing, which increased our cost of cultivation, thereby reducing profit. The focus of this year's project was to delay spraying chemical pesticides for upto 60 days by adopting neem oils and usage of pheromone traps. I used eight pheromone traps per acre and successfully trapped various pests and decreased the amount incurred on two chemical sprays, which comes up to around Rs. 3000."

Pittala Rajaiah, Cotton Farmer

"I have been part of the DF BCI project from 2015. Last year, BCI staff conducted an exposure visit to a demo field in Kachapur village to demonstrate benefits of intercropping in cotton. I liked this intercropping model due to its various benefits like moisture conservation, increase in the number of beneficial insects and reducing soil erosion. This year, I planted redgram as the intercrop, jowar as the border crop and sunflower as the trap crop. I observed an increase in beneficial insects and avoided the first two chemical pesticide sprays, which helped me in saving Rs.5000."



Farm Pond *Program*

The Farm Pond program aims to harvest enough water to cultivate at least two additional crops in a year in drought-prone rain-fed areas. The program helps farmers mitigate the disastrous effects of drought and engage in sustainable agricultural practices involving on-farm rainwater conservation and harvesting. For a majority of such farmers, constructing a farm pond of 30x30x10 – 60x60x10 cubic feet will give assured higher returns in as short a period as two to three harvests.



215

farm ponds constructed

Key Highlights

- Customized farm ponds based on soil and water usage like harvesting farm pond, borewell recharging pond etc.
- Some of the farmers use farm pond for aquaculture.
- Increased efficiency
- Low cost and time taken for farm pond construction



Impact *Stories*

Narasaiah T, Farmer

Narasaiah T. is a farmer from Patikuntapally village who owns 6 acres of land. Before the construction of his farm pond, he used to grow two yields of cotton in a year in 3 acres, and paddy in 1 acre. With the assurance of the farm pond (100 x 50 x 12 cubic ft), Narasaiah now reaps 4 yields of cotton. In addition, during the Rabi season, he is able to grow 3 acres of paddy. He says, "Due to the farm pond, even the bore well got recharged and now I am able to irrigate all 6 acres." Narasaiah plans to construct another farm pond in another area.

Swamy, Farmer

Swamy from Ghanpur village owns eight acres of land. He grows cotton in the kharif season. In the Rabi season, he is able to grow paddy in only two acres of his land because of the unavailability of groundwater. In 2017, Swamy attended the Grama Sabha conducted by DF in his village. Inspired by this model, he constructed a farm pond of size 60 ft x 70 ft. Now, Swamy is able to irrigate 2 acres of land for paddy, 4 acres of land for berseem and 2 acres of land for vegetables with drip irrigation through his farm pond. His farm pond now serves as the drip irrigation hub for all 8 acres.



Save a *Mother*

Save a Mother Foundation educates women about pregnancy, nutrition, immunization, delivery, and child care. The organization, dedicated to the health of pregnant and lactating women, and children, works to reduce maternal and infant mortality.



4476

safe deliveries

249

volunteers trained

968

self-help groups
formed

Impact *Stories*

Nunavath Kavitha

Kavitha, from Gouraram village, was married at the age of 16, and had a series of 4 consecutive abortions. The field facilitator from Save a Mother, along with an anganwadi teacher, and explained the importance of regular hospital visits and nutrition. Not long after the intervention, Kavitha gave birth to a healthy, 3-kg baby girl. Both the mother and the child are now healthy and happy.

Sunitha

Sunitha, from Maddelacheruvu village in Andhra Pradesh, got married at the age of 14. Of very low weight, just 30 kg, she gave birth to her first baby after a difficult pregnancy at 16 years of age. When she became pregnant again at the age of 18, her life and that of the baby were in danger. Facilitators from Save a Mother gave her detailed instructions to how to take care of herself, including how to increase her hemoglobin level, and what kind of nutritious food she requires. Sunitha was also advised to take iron and calcium tablets. In the ninth month of her pregnancy, her hemoglobin level had increased to 9.8, and she gave birth to a 3-kg healthy baby.

Borewell Recharge Water Harvesting *Project*

This project is aimed at providing farmers with an abundant supply of water to irrigate their crops, by recharging borewells using rainwater harvesting, thereby ensuring food security. A project undertaken by the Sankalpa Rural Development Society (SRDS) is cost effective and a permanent solution for dried-up wells in rural India. The Borewell Recharge project has a 90% success rate and has replenished over 1130 borewells across Karnataka and beyond.



1130

borewells implemented

130

borewells recharged in
Telengana

7

states covered

70

acres irrigated in 2017

The SRDS method of rain water harvesting through borewell recharge is an effective means to channel the monsoonal rain water back into the aquifer, rather than allowing the water to simply run off the farmland often taking valuable topsoil with it. This is a proven solution with 100% success rate, having already been employed in over 1130 borewells throughout Karnataka and beyond. It is possible to implement successfully even on dried-up bore wells.



Impact *Stories*

Ingushiva Prasad, Kamalanagar

Ingushiva's land of 7 acres grew mango trees in this village 15 km from Nizamabad. In the drought of 2015–16, over 200 mango trees died, and of the 4 borewells dug during the time, only 2 had water. Then, the remaining two too dried up. People from SRDS approached Ingushiva and explained their project to him. They dug a 15 x 35 pond to replenish the borewells. When the rains came, all the borewells were replenished and the farm was back to its full potential.

Nallapally Sai Reddy, Donkal

Sai Reddy's 6-acre farm was suffering due to lack of proper irrigation. The borewell he had dug for this purpose was constantly drying up, thus failing to provide sufficient water. When he heard about SRDS, he requested their help. During the rainy season, the pond Sai Reddy had dug to replenish his borewell lived up to its promise. With sufficient water to irrigate his farm, Sai Reddy now recommends this technology to his neighbors as well.



Vidya *Helpline*

Vidya Helpline (VHL) is one of the flagship projects of Nirmaan, an NGO started by students of BITS Pilani, started in 2010 with a focus on career guidance to economically backward students and dropouts, especially from rural areas. The project is the first of its kind in our country and has supported about 3,00,000 students through various services like toll-free tele-counseling, goal setting and career counseling workshops, and message outreach.





50,000

students counseled

290

**career workshops
organized**

14

**villages with
career help desk**

Toll-free tele-counselling

Operating a helpline number to provide authentic and complete information to students in the categories of careers, courses, vocational and job oriented courses, open education, scholarships and more. So far VHL has addressed more than 5,00,000+ call queries from 1,60,000+ students and dropouts.

Goal Setting and Career Counselling Workshops

These Aimed at goal-setting and exposing rural government school students of 9th and 10th standard to various career opportunities to make them dream big. These workshops have assisted more than 1,50,000 rural students of which more than 2,500 were from government high schools.

Message Outreach

In order to keep the students and dropouts informed and reminded about the latest education and career releases, voice and text messages are sent to the students. So far, this progra, has sent more than 6,00,000 voice and text messages.

Impact *Stories*

Venkanna, Nalgonda

Unemployed and urgently in need of a job, Venkanna from Nalgonda district, came to know about Vidya Helpline. Soon, a VHL counselor informed him about an opening in Bank of Baroda for the post of Multi-tasking Staff. The counselor also explained to him about the eligibility criteria and the application process. With appropriate guidance and support from the VHL counselors, who kept him updated on the examination date, results and merit lists, Venkanna applied for the job and sat for the test. Very soon, he was selected for the job and is now currently employed at the Bank of Baroda.

Sowmya, Nizamabad

Sowmya, a biotechnology graduate from Nizamabad, was considering her options for her masters. She had secured a good rank in her OUCET 2016. Sowmya was not very well aware of other institutions outside Hyderabad. When she approached Vidya Helpline, the counselor explained to her about institutions offering biotechnology and allied courses. The VHL counselor was able to clear all of Sowmya's doubts. They also walked her through the online application process. Now, Vidya is a student of biochemistry in Aurora's Degree and PG College, Hyderabad.

Bollant Industries *Pvt Ltd*

When it comes to employing the disabled and reducing environmental pollution, Bollant shows the nation how it is done. Bollant Industries make high quality, customized, reasonably-priced eco-friendly consumer products and packaging products by using agricultural waste like free-fallen leaves and recycled paper, by employing disabled people, and we help eliminate plastic and Styrofoam pollution.



500

employees

9

manufacturing
plants

10,00,000

tons of plastic
usage replaced

Bollant bridges the gap between the needs of the disabled and the needs of the modern businesses. They engage disabled workforce in sustainable business models to sustain and be profitable in the competitive market. Bollant Industries not only sell the best quality customized products but also the story of the people who make them and give their customers the opportunity to be a part of this noble mission. Marrying the two together is a novel scalable approach with the promise to succeed.



VCAM

VCAM (Vaish Center for Additive Manufacturing) is another initiative of Kakatiya Sandbox. VCAM is a social enterprise aiming to facilitate the growth of 3D design and printing technology in the rural areas of Telangana by providing training to youth and school students, also offering 3D design and printing services to the local industries. It is the first of its kind facility, wherein such high-end technology is brought to tier-2 towns in Telangana, thereby nurturing and engaging the young talent in creative and enterprising work.



In 2017

34

orientations

10

college students
trained in 3 months

30

school students trained
in 15 weekends

VCAM Tours

VCAM conduct tours for the students after orientation. They visit the VCAM office to observe the printing process and know more about the facilities. There is also a 1-hour session with the students, where they are given demonstration on 3D printing technologies and 3D printing live demo, 3D scanning live demo, and small classes on designing. Students get the chance to design small models to test their knowledge.

School Stalls

VCAM organized a 3D printing stall along with students in Presidency High School. The thirty students who were trained at VCAM had designed a few models and printed them by themselves. These models were showcased in the event. The stall attracted more than 1500 visitors, 600 students, and 40 faculties.

Impact *Story*

Venkanna, Nalgonda

Ananya completed her graduation in KITS College, Nizamabad. After her B.Tech, she joined VCAM. There, she learned exactly what she the technical knowledge she required to get job, and the latest in 3D printing technology. Now, she is working in Remote Sensing Instruments as a 3D designer at Hyderabad. In VCAM, she learned how to use critical thinking and analytical skills to solve problems that affect people in the community. It also gave her skills in reverse engineering, solid modeling and 3D printing.

TiE *Nizamabad*

The TiE Nizamabad chapter was initiated by Kakatiya Sandbox, Deshpande Foundation with a vision of providing a credible ecosystem which builds a culture of entrepreneurship in tier-2 towns. The establishment of TiE has enabled entrepreneurs to dream big, learn from each other and equip them to scale greater heights in building organizations.





In 2017

50

members

12

charter members

38

associate members

Impact *Stories*

Ravish Bhimani, Head, Finance and Administration, Shree Gajanan Industries

Ravish is a second generation entrepreneur handling Finance and Administration at Shree Gajanan Industries. TiE Nizamabad network gave him a wonderful opportunity to connect to global and national entrepreneurs and learn from their success. Apart from being a key inspiration in dreaming BIG, TiE Nizamabad also helped him to work with a group of committed young people to further the cause of entrepreneurship.

He encourages all young entrepreneurs to join this network which will surely help in knowing leadership strategies, sharing best practices on employee management and innovation using technology.

Korede Hanmandlu, Founder, White Wash Laundry

Connecting with the TiE Nizamabad was a great opportunity for Korede Hanmandlu. It has become a giant advantage for him since it helped him to expand his business into various segments.

The TiE network sessions guided him towards the right path to improve quality process and incredible business growth. He says that after connecting with TiE Nizamabad, the growth of his company has increased.

Agenda

8:00 am–9:00 am	Registrations
9:15 am–10:00 am	Development Dialogue 2018 Kickoff Inauguration of DD2018 and introduction to Kakatiya Sandbox through interactive presentation. Followed by a session with Stewards of the Soil
10:00 am–10:35 am	Dreams have no Boundaries Malavath Purna, Youngest woman to climb Mount Everest Mr. Vinesh Bhimani, Managing Director, Kimoha Entrepreneurs Ltd. Mr. M Sunil Kumar, Orange Tours & Travels Moderator: Lakshmi Pratury, Founder and CEO, INKtalks
10:35 am–11:05 am	Changemakers–Kakatiya Sandbox (Brief interaction with catalysts working in Telangana) Sridhar Neelam, LEAD Veeresh Pani, DET Dinesh Reddy, BCI & Farm Pond Praveen, Agastya International Foundation Satish P, Nirmaan – Vidya Helpline Naveen, Save A Mother Iranna R, Navodyami Anvesh B, V-CAM Sikandar M, SRDS Krishna, Bollant Gona Reddy, Nalgonda Sandbox
11:05 am–11:30 am	BREAK
11:30 am–12:10 pm	Keynote Panel ‘Collaborating for Big Bets’ (Perspectives on the theme ‘Collaborating for Big Bets’ from the experiences) Mr. N V S Reddy, Hyderabad Metro Ltd. Dr. Gururaj ‘Desh’ Deshpande, Deshpande Foundation Shri. Jayesh Ranjan, Govt. of Telangana Rahul Mehta, Mehta Foundation Moderator: Raju Reddy, Kakatiya Sandbox

12:10 pm–12:40 pm	'Collaborating for Big Bets' in Action (Impactful collaborations in action) Dr. Krishna Reddy, CARE Hospitals Dr. Padmanabh, NICE Foundation Ramki Kanuri, (Center for Leadership) Mr. K G Mohan, Rural Shores Moderator: Shravya Nalla, Presidency School, NZB
12:40 pm–1:00 pm	'TiE Nizamabad' Inauguration
1:00 pm–1:30 pm	Unleashing Entrepreneurship in Emerging Cities Perspectives from successful entrepreneurship ecosystems on how to unleash entrepreneurship in emerging cities B. V. Jagadeesh, Kaaz Ventures Shradha Shrama, YourStory Venkataramana Vedula, Telangana Council for Higher Education Naveen Jha, Deshpande Foundation Moderator: Phanindra Sama, Kakatiya Sandbox
1:30 pm–2:30 pm	LUNCH BREAK
2:30 pm–2:50 pm	Awards
2:50 pm–3:30 pm	Investing for Social Good Mr. Feroze Mohammed, Hitachi Consulting Mr. Anand Devsharma, Google Sai Chandrashekar, Agastya International Foundation Satya Gaura Chandra Dasa, Akshay Patra Foundation Moderator: Ajith Narra, Presidency School
3:30 pm–3:40 pm	Upcoming Collaborations Anand Kumar, Sri Satyasai Annapoorna BF Program Mr. Naveen Madishetty, Founder, Chakragreen Solutions Pvt.Ltd
3:40 pm–4:00 pm	BREAK
4:00 pm–4:40 pm	Un-conferencing Smaller group interactions and discussion with the speakers
4:40 pm–5:00 pm	Dialogue Debrief Interaction with participants and setting the context for the next year Raju Reddy Phanindra Sama Naveen Jha



Dr. "Desh" Deshpande

Philanthropist Founder, Deshpande Foundation

Dr. Deshpande has pursued an entrepreneurial career for the last three decades, involved either as the Founder, a Founding investor or Chairman of several companies, including Sycamore Networks, Tejas Networks, Sandstone Capital, and A 123 Systems. He has founded four social entrepreneurship Sandboxes in India, and four centers in North America, including the MIT Deshpande Center for Technological Innovation. Desh is the recipient of numerous awards and honors, such as the 2013 IEEE Ernst Weber Managerial Leadership Award and Forbes India's Distinguished Non-Resident Philanthropist (2014) and has also co-chaired President Obama's National Advisory Council on Innovation and Entrepreneurship.



Raju Reddy

Founding Patron – Kakatiya Sandbox; Founder and Former CEO – Sierra Atlantic

Raju is the Founder of Sierra Atlantic, a company that grew to be the best-in-class global services company over a period of 17 years. Under his leadership, Sierra Atlantic grew from a startup to having over 2400 employees with operations in several countries. It has been consistently ranked amongst the best managed companies including the top 75 most admired companies in Silicon Valley, top 25 great places to work in India and top 10 best employers in South China. Prior to founding Sierra Atlantic in 1993, Raju spent 10 years at Intel in software development, marketing, and general management. Raju currently serves on the board of Hitachi Consulting. He is also active in not-for-profit initiatives and is currently a member of the BITS Pilani Board of Directors, a Charter member of TiE Silicon Valley, and serves on the Board of India community center. He served as a member of the Board of Trustees for Puente, a Wharton School non-profit program which helped underprivileged communities worldwide gain access to technology. He also co-founded SIPA (Silicon Valley Indian Professional Association) in 1987. Raju has a Bachelor's Degree in Electrical and Electronics Engineering from BITS Pilani and a Master's Degree in Computer Science from Virginia Tech.



Shravya Nalla

Director, Presidency High School

Shravya started her career with Schlumberger and has worked in Operations and Business Development roles in Africa, North America, and Asia. Currently, she is working with Presidency School to create a paradigm shift in the way teachers and parents perceive learning and education. Shravya is a strong believer in social emotional learning. She has a Masters in Biology and Bachelors in Electronics & Instrumentation Engineering from BITS Pilani.



Vineel Nalla Reddy

Founder, NBOS Technologies and 50K Ventures

Vineel Nalla is the CEO of NBOS Technologies and the Founder of 50K Ventures. Vineel has an experience of over 20 years and has worked with various organizations ranging from startups to Fortune 500 companies. After graduating from the University of Texas, Arlington with Masters in Computer Science, Vineel has worked as an Architect for a Fortune 500 organization where he built highly scalable middleware used for brokerage trading. Vineel is in the process of putting together a startup accelerator program, a platform where enthusiastic people come together to share ideas and build MVPs at a record pace.



Naveen Jha

CEO, Deshpande Foundation India

Naveen has been with the Deshpande Foundation since its inception in India in 2006. Naveen graduated from Brandeis University, USA, with a Masters in International Development and he is the recipient of the prestigious Ford Foundation Fellowship. Under Naveen's leadership, the Foundation has touched thousands of lives including non-profits, students, youth, academics and universities. Naveen has launched several initiatives within and outside of the Deshpande Foundation. Naveen's passion to mentor youth has led to the launch of several highly successful fellowship programs which have produced hundreds of graduates now working with social enterprises all over India. Naveen has also pioneered a series of youth development programs which helped transform the attitudes of young people and solve problems locally.



Vinesh Bhimani

Managing Director, Kimoha Entrepreneurs Ltd.

Vinesh Bhimani, matriculate in technical education from Junior Technical School, Nizamabad, with a Degree in Commerce and Business Management, got exposed to manufacturing operations since childhood at his family's enterprise, Sri Gajanan Industries.

In Oman, working in his uncle's business, Vinesh received rich experience in international Business for 12 years to rise as GM.

In 1988, Vinesh started Kimoha (for paper converting, manufacturing labels, baggage tags and boarding passes for the aviation industry), and Auto ID Data Solution Products at JAFZA, Dubai. Kimoha has won prestigious awards like Dubai SME Award (twice in a row), Dubai CSR Award (4 times in a row), the Green Building Award from Green Middle East Awards for Environmental Excellence, Sharjah, MRM Business Excellence Award in 2015, MRM Innovation Award in 2017, ASQ Innovation Award in 2017 among others.



Jayesh Ranjan

Principal Secretary, Govt. of Telangana

Sri Jayesh Ranjan is the Principal Secretary for the state of Telangana. He is a 1992 batch Indian Administrative Service (IAS) officer and holds a Master's Degree in Psychology from the Delhi University, a Bachelor's Degree in Business Management from the Indian Institute of Management, Calcutta, and a Master's Degree in Public Management from Lee Kuan Yew School of Public Policy, National University of Singapore.

Sri Jayesh Ranjan is the Secretary, Information Technology, Electronics & Communications Department, Government of Telangana, and also the Commissioner of Industries and Managing Director of the Telangana State Industrial Infrastructure Corporation (TSIIC).



Sreedevi Devireddy

Executive Director, TiE Hyderabad
Advisor, SR Innovation Exchange

Sreedevi is a credible thought leader in the entrepreneurship ecosystem, an accomplished woman leader, and an avid networker. She has close to 2 decades of experience in various roles in Partnership Management, Corporate Relations, P&L Operations, and Sales and Marketing, which helped in developing skills of a rare chief executive.

Strong business acumen coupled with adept people skills gave her the edge of being the most sought after go-to person in the entrepreneurship ecosystem of partners – corporate organizations, institutions, mentors, angel networks, VC/PE community, service providers, trade bodies, and associations.

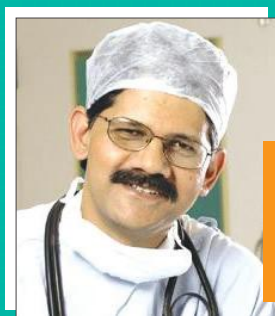
Sreedevi is currently focused on building sustainable new businesses and igniting young minds to unleash their creative potential.



K.G. Mohan

President, RuralShores

K.G. Mohan has 27 years of experience covering IT hardware support and BPS outsourcing. Started his career with Godrej and Boyce, he was an integral part of the transformation of the company from a manufacturing one to an IT products distribution juggernaut. He then moved on to Wipro ePeripherals heading their customer support nationally and later led their sales for Maharashtra and the four southern states. Mohan was a part of the Global Outsourcing team of Microsoft. He also led the Centre of Excellence for Technical Support at Convergys. 'KG' also handled the delivery for telecom and media clients at Wipro. He is COPC CSP Certified and has been a Six Sigma Champion for over 17 years. 'KG' is a post graduate from XLRI, Jamshedpur and graduated in Electrical Engineering from RVCE, Bangalore.



Dr. N. Krishna Reddy

CEO, Care Hospital

Dr. N. Krishna Reddy has worked at Nizam's Institute of Medical Sciences, Hyderabad, and Medicity Hospitals, Hyderabad, prior to establishing Care Hospitals. He has pioneered advanced imaging techniques and electrophysiology procedures in the state of Andhra Pradesh. He established a dedicated department of Clinical Research at Care Hospitals and was the key member of the team that developed and tested India's first indigenous coronary stent, popularly known as Kalam-Raju Stent. Dr. Reddy has been involved in indigenous development of end-to-end technology solutions for various stent-based and catheter-based products for which he has founded Relisys Medical Devices. He has been piloting an outreach community care delivery model in both rural and urban areas in the states of Maharashtra and Andhra Pradesh. Dr. Reddy co-founded Care Hospitals in 1997. He has been a core member of the care team working towards evolving global healthcare delivery solutions.



Chandra Sekhar Putchakayala

CEO, Vidya Helpline, Nirmaan

Chandra Sekhar graduated from BITS Pilani and worked for JP Morgan for about 4 years. With his passion to provide access to quality education to masses, he quit his lucrative job as a manager and now serves as the CEO of Vidya HelpLine project of Nirmaan Organization, an NGO started in BITS Pilani, 4 years ago. Under his leadership, the project has reached a scale supporting about 1 lakh students annually from four states along with winning several national and international competitions. He has been serving as the President of Nirmaan since 2014. Chandra is also the Founder of Ed-Lead Educational services, a social enterprise working on various education-related projects in Telangana. Chandra has been awarded with BITSAA 30 Under 30 Award, instituted by BITS Pilani Alumni association, for his outstanding contribution in the development sector.



Ajit Narra

Co-Founder of Presidency Kids Preschool and Academic Director for Presidency High School

Ajit is the Co-Founder of Presidency Kids Preschool and Academic Director for Presidency High School. He is based out of Nizamabad. Prior to this role, Ajit worked as VP Analytics at Hitachi Payments and as a Commodities Structurer at Deutsche Bank. He has a Chemical Engineering Degree from IIT Bombay and is passionate about STEM education. His aim is to build an institution where students are stimulated and learn to question.



Mr. NVS Reddy

Managing Director, Hyderabad Metro Rail Limited

With over 34 years of managerial and administrative experience, Mr. NVS Reddy has held several senior government positions. He has contributed immensely to the Indian Railways, and the Andhra Pradesh State Government. He also built four important flyovers in Hyderabad city.

Presently as the Managing Director of Hyderabad Metro Rail Limited, Mr Reddy is heading the mega Hyderabad Metro Rail project (72 km).

Mr Reddy is known for his financial acumen, engineering innovation, open-minded approach and leadership qualities. He is an expert in Rail Transportation and Power sectors, Finance, Urban Transportation, Urban Rejuvenation, Project Structuring, Project Management and PPPs.



Sai Chandrasekhar

COO, Agastya International Foundation

Sai Chandrasekhar is the Chief of operations at Agastya International Foundation which runs one of the largest hands-on science education programs for children and teachers in the world. Prior to this, Sai was working with Hewlett Packard in various senior management roles across Asia Pacific and Japan in Sales and Marketing. He spent over 20 years in the IT industry before switching gears to the social sector.

Sai is an Electrical Engineer by qualification and completed his Management Education from the Indian Institute of Management, Calcutta. Apart from his work, Sai is passionate about the Vedas and social service.



Malavath Purna

Youngest Woman To Scale Everest

At 13 years old, Malavath Purna was the youngest woman to scale Mount Everest. She trained at a prestigious mountaineering Institute in Darjeeling and went on a training expedition to the Indo-China border prior to tackling Everest. Purna was born at Pakala village, Nizamabad district of Telangana. She belongs to a tribal family, and her parents are farm labourers. Purna joined the Telangana Social Welfare Residential Educational Institutions Society for her education, where her talent was spotted by the secretary of the society, Dr. R.S. Praveen Kumar.



Feroze Mohammed

Vice President, Hitachi Consulting

Feroze Mohammed is Executive Vice President in Hitachi Consulting, and Managing Director of Hitachi Consulting, India. As head of Hitachi Consulting's Global Delivery Centers, he is responsible for the India operations and global delivery. In addition, as the head of the South East Asia and ANZ business, he is responsible for the businesses in these regions.

Feroze is a passionate leader with over 20 years of experience in the IT consulting industry with unique combination of experience in IP development, global delivery of IT services, as well as sales leadership. Throughout his career, Feroze has been responsible for the IP development initiatives in the company and several innovative technology products were developed under his stewardship shaping the differentiated strategy for the company.

Feroze holds a Master's Degree in Computer Applications from University of Hyderabad and has done his executive MBA (PGPMax) from Indian School of Business.



Shradha Sharma

CEO, YourStory

Shradha Sharma is the CEO of India's biggest digital media company covering startups and SMEs called YourStory. Over the last nine years, she has become a tremendous force in the startup ecosystem, closely interacting with key players such as CEOs, marquee investors and influential members of the government.

In 2015, Shradha made it to the list of the top-500 LinkedIn Influencers from across the world. Along with the honourable Prime Minister Narendra Modi, Shradha has been named the second most powerful influencer on LinkedIn in India. In the last nine years, she has published over 70,000 stories of entrepreneurs and on entrepreneurship in 12 languages, with a collective reach of over 50 million a month. Shradha is the recipient of several entrepreneurship awards.



Rahul Mehta

Founder, Mehta Family Foundation

Mr. Mehta created the family foundation in 1998 with the objective of empowering people through philanthropic activities focused on education, and healthcare. The foundation provides educational scholarships to students, funds medical research and child welfare projects in multiple countries. Some of the major projects funded by the foundation are the creation of the School of Biosciences at the Indian Institute of Technology in Chennai, India and an engineering research center at the University of Houston. Prior to focusing on philanthropy, Rahul was the creator and founder of multiple software startups which were later acquired by Platinum Technology, HP, Veritas, and Brocade. Mehta has served on the board of DePelchin Children's Center, Ronald McDonald House, Bo's Place, Krist Samaritan Center and Methodist West Hospital in Houston, Texas.



Sunil Kumar

Managing Director, Orange Tours & Travels

Muthyala Sunil Kumar, known as Sunil Reddy, served as the President of Telangana Jagruthi, Nizamabad district. He is also the Proprietor and Managing Director of Orange Group of Concerns, comprising Thirumala Cabs, Orange Tours & Travels, Orange Cargo Carriers and Orange Road Lines, the organized Pioneer in Private Sector Transport Industry. At present, Sunil Reddy is in full-time association with a variety of public activities in the constituency of Balkonda.



Satya Gaura Chandra Dasa

President, Akshaya Patra, Telengana

Satya Gaura Chandra Dasa is the President of Akshaya Patra Foundation, a not-for-profit organization based in Telengana, that feeds millions of children in India. Under his leadership, almost 1 lakh needy children are being fed by the organization. Satya Gaura also started an innovative project called Bhojanamritha, under which free lunch is served daily to poor patients and their attendants in hospitals. He is well versed in guiding people in the knowledge of Krishna consciousness.

Before Satya Gaura became inspired by the teachings of His Divine Grace A.C.Bhaktivedanta Swami Prabhupada and dedicated his life to the Hare Krishna Movement, he did his B.Tech Mechanical from JNTU Kakinada and was a gold medalist in science. He has been a volunteer for the Hare Krishna Movement for the last 20 years.



Jaishree Deshpande

Trustee, Deshpande Foundation

Jaishree Deshpande is a trustee of the Deshpande Foundation. Along with her husband, Gururaj Deshpande, she shapes and approves the foundation strategies, reviews results and helps set the overall direction of their philanthropic efforts. She received the Citizens Who Care award from the Rotary Club of Andover in 2002.

Jaishree launched the Community Service program at the Chinmaya Maruti Mission in Andover, Massachusetts. She serves as a trustee for the Museum of Science, Boston. She is the current co-chair of the Museum's Women in Science Committee. She is also actively involved with the HESTIA Fund, a fund established to support quality after school programs for low income children in the Boston area. Jaishree worked for the National Aeronautical Laboratories and the Indian Space Research Organization in Bangalore, India until 1980 before moving to Canada.

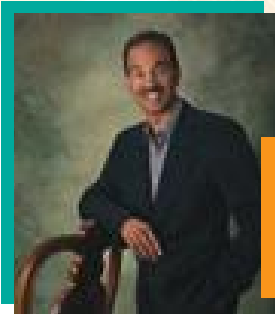


Dr Padmanabh M. Reddy

MD, DCH

Dr. Padmanabh M Reddy, MD, DCH is a Pediatrician-Neonatologist with over three decades of experience in caring for newborns and children. He currently serves as CEO of NICE Foundation and Director of NICE Institute for Family Health. In 2002, Dr. Reddy started NICE Foundation with a goal to saving lives focusing on four major sections of the populations in urban, rural and tribal India through various low cost, innovative and replicable models, young ones, most deserving, neglected, and elderly.

Dr. Reddy has also innovated new low-cost models for school health care delivery in poor parts of urban Hyderabad in India and primary healthcare for rural and tribal groups.



Dr. Ramki Kanuri

Speaker

Born in Vijayawada, Dr. Ramki Kanuri graduated from Hyderabad Public School in 1972. He went to Delhi briefly for his Higher Secondary and Pre-medical studies. He graduated medical school from Osmania Medical college in 1981. In 1982, Dr. Reddy migrated to U.S.A. to pursue higher studies, including Internal Medicine Residency. He received his Gastroenterology Fellowship from University of Chicago in 1988.

After moving to Florida in 1989, Dr. Reddy has been in private practice for the last 30 years. Dr. Ramki Kanuri developed and managed a very successful multi-specialty surgery center for over 20 years, which he sold to a large Hospital chain in 2010.



Anand Devsharma

Vertical Business Manager, Google

Anand is a business manager who spent 10 years at Google working on operations strategy, ad sales and people development, preceded by 4.5 years across government and private organizations in software development, publishing and ecommerce operations. At Google, Anand has been actively involved in a part-time capacity with several of Google's social outreach initiatives, mostly directly lending or organizing pro-bono consulting support. Outside work, Anand partners a small effort to facilitate sports opportunities for some disadvantaged girls from remote tribal areas. He is presently settled in Hyderabad.



Anand K Kadali

Secretary, Annapoorna Breakfast Program

Anand Kumar Kadali is an experienced professional in the software industry, having worked in global companies such as Hewlett Packard Enterprise, HCL, and Dimension Data. He currently serves as an Enterprise Sales Manager at a global software development firm. In July 2012, he identified a needy village about 20 km from his home in Bangalore, and started serving breakfast to about 50 school going children in the village, laying the foundation for the Annapoorna Breakfast Foundation.

Today, Annapoorna serves 1,10,000 children in over 1500 schools across 12 states, with the help of 500+ volunteers and support from several thousands of school staff.



Lakshmi Pratury

Founder and CEO, INKtalks

Lakshmi Pratury is an entrepreneur, curator, speaker, and self-described 'people collector'. She is the founder and CEO of INK, India's foremost platform for the exchange of cutting-edge ideas and inspiring stories. INK is known for events such as the annual INK Conference, INK Asia, and INK Salons, as well as for programs that transform imagination to impact, such as INK Fellows and INK Makers.

Lakshmi speaks widely on the topic of storytelling that is, the vital role that stories play in our families, businesses, and institutions. Her other pursuits including serving as director and co-host of the SingularityU India Summit in association with INK. Prior to this, Lakshmi spent two decades in the US in leading roles in technology, venture capital, and non-profit organizations including the American India Foundation, Global Catalyst Partners, and Intel.



Naveen Madishetty

Founder, Chakragreen Solutions Pvt Limited

Naveen Madishetty is a tech innovator, and Founder, of Centre for Clean technologies/ Chakragreen solutions Pvt Ltd. He is also the green business policy advisor at the World Academy of Arts & Sciences.

Naveen has spent 14 years in clean technologies and sustainability with expertise in integrated waste management. Earlier he served as Head Sustainability at Maleki GmbH, Germany. He is also instrumental in world's first of its kind sugarcane waste to BioCNG and biofertilizer project and solar building heating system.



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